



CITY OF LEON VALLEY

The following “Questions and Answers” from a previous request are being provided for your reference.

- Q. Who is the incumbent, and how long has the incumbent been providing the requested services?
A. Intermedix for 15 years
- Q. How are fees currently being billed by any incumbent(s), by category, and at what rates?
A. By category, 11%
- Q. What estimated or actual dollars were paid last year, last month, or last quarter to any incumbent(s)?
A. Estimated at \$15,000
- Q. To how many vendors are you seeking to award a contract?
A. 1
- Q. Can you please provide a greater description of the specific kind of receivables to be placed for collection?
A. More than 120 days
- Q. To what extent are these accounts owed by private consumers versus commercial businesses?
A. Estimated at 80%
- Q. Will accounts be primary placements, not having been serviced by any other outside collection agency, and/or will you also be referring secondary placements? If so, should bidders provide proposed fees for secondary placements also?
A. Yes and no Secondary
- Q. What is the total dollar value of accounts available for placement now by category, including any backlog?
A. \$15,000 month estimate
- Q. What is the total number of accounts available for placement now by category, including any backlog?
A. Average of 80%
- Q. What is the average balance of accounts by category?
A. \$800 estimate

- Q. What is the average age of accounts at placement (at time of award and/or on a going-forward basis), by category?
A. 120 days
- Q. What is the monthly or quarterly number of accounts expected to be placed with the vendor(s) by category?
A. 60 on average quarterly
- Q. What is the monthly or quarterly dollar value of accounts expected to be placed with the vendor(s) by category?
A. \$22,000 per month
- Q. What has been the historical rate of return or liquidation rate provided by any incumbent(s), and/or what is anticipated or expected as a result of this procurement?
A. Monthly 4% and we expect 6%
- Q. What were your annual gross charges last year or for the last 12 months?
A. \$883,900
- Q. What were your annual total adjustments for last year or for the last 12 months?
A. \$190,000 per year
- Q. What were your annual contractual allowance write offs for last year or for the last 12 months?
A. \$51,000
- Q. What were your annual gross collections last year or for the last 12 months?
A. \$285,575
- Q. What is your average per-trip charge?
A. \$800
- Q. When were the last changes to your transport rates, and are you considering raising any of the rates currently charged?
A. 5 years ago
- Q. Are there any other charges you assess not otherwise covered by our questions?
A. No
- Q. What percentage of your patients are residents versus non-residents, and do you charge the two groups differently?
A. Yes, but 80% resident estimate

- Q. Do you operate any shared services agreements with any other municipal or county governments in the region and, if so, with whom?
- A. No
- Q. What were your transports per year for advanced life support emergency level 1 for last year or for the last 12 months?
- A. 500 estimate
- Q. What were your transports per year for advanced life support emergency level 2 for last year or for the last 12 months?
- A. 200 estimate
- Q. What were your transports per year for basic life support for last year or for the last 12 months?
- A. 500 estimate
- Q. What were your transports per year for basic life support emergency for last year or for the last 12 months?
- A. Unknown
- Q. What were your transports per year for specialty care transport for last year or for the last 12 months?
- A. None
- Q. What were your transports per year for treatment without transport for last year or for the last 12 months?
- A. 250 estimate
- Q. How many total transport vehicles do you now operate?
- A. 3
- Q. What is your average loaded miles per trip?
- A. 4
- Q. Do you have a lockbox provider and, if so, which provider?
- A. NA
- Q. If you have a lockbox provider, will that provider remain in place as a result of this procurement?
- A. NA
- Q. Do you have a collection agency provider and, if so, which provider?
- A. Linebarger and Associates

- Q. Which local hospitals or care facilities typically receive most of your patients?
A. Methodist Hospital, Santa Rosa, University Hospital, Methodist Specialty and Transplant, Saint Lukes, VA Hospital.
- Q. What is your payer mix expressed as percentages of 100% billed?
A. Unknown
- Q. What is your payer remit mix expressed as percentages of 100% of what you typically receive?
A. 8.70% - Medicaid, 32.17% - Medicare, 34.28% - Private Insurance, 24.21% - Self Pay, 0.64% - Workers Comp
- Q. How many transports did the City provide, for the last three fiscal or calendar years?
A. 2013..... 748
2014..... 851
2015..... 868
- Q. Please provide the current billable charges for base rates, mileage, and any other services or supplies. Does the City have a fee for non-transports? If yes, what is that rate?
A. The following fees are available online [HERE](#)
BLS..... \$550
ALS 1. \$650
ALS2..... \$750
Morgue. \$550
Mileage. \$18/Mile Loaded
Aid Only.... \$125 Resident
Aid Only.... \$150 Non-Resident
- Q. How many non-transports did the City have in the last three fiscal or calendar years?
A. 2013..... 377
2014..... 308
2015..... 319
- Q. Please provide annual or fiscal year total transport charges for 2013, 2014 and 2015.
A. 2013..... \$823,853.13
2014..... \$808,002.51
2015..... \$924,452.40
- Q. Please provide annual or fiscal year total receipts for 2013, 2014 and 2015.
A. 2013..... \$252,980.25
2014..... \$256,413.04
2015..... \$285,575.10

Q. Beside the obligated write-downs for Medicare and Medicaid, do you have other payers with which you are obligated to write-off the balance? If yes, will you please identify them along with corresponding write-off amounts in the last annual or fiscal year? Do you have any contracts with insurance companies?

A. No

Q. What dollar amount was sent to and collected by your collection agency in calendar or fiscal year 2013, 2014, and 2015?

A. Amount Sent To Collection Agency	Amount Collected By Collection Agency
2013..... \$285,725	2013..... \$15,933
2014..... \$328,175	2014..... \$13,616
2015..... \$294,063	2015..... \$9,035*

** Note 95% is still in collections for 2015*

Q. Can you confirm that the amount of \$241,000 total adjustments/write offs is correct?

A. Yes